

# **RFP for Panasonic Toughbooks and Vehicle Mounting Devices**

## **Answers to Questions Submitted**

- 1. Question:** Please provide a list of the vehicles where the Toughbooks and mounting devices will be installed?

**Answer:** Here is a list of the vehicles requiring installation. It may be difficult to tell by make and model what our pumpers need for installation as they were custom designed with "slots" for our laptops. And you should be aware that, while it's not an absolute necessity that they wind up there, the vehicle interiors are sometimes "crowded".

Aid Vehicles - 2010, 2008, 2007, two-2006, 2002, 2001 and 2000 Ford Road Rescue Aid Units

H&W Pumpers - 2010, 2005, two 2003 and 1999 Spartan

Seagrave Pumpers - 1995 and 1992

1997 Simon-LTI Tillered Aerial Ladder Truck

2006 Spartan-H&W Special OPS Unit (very similar to Pumpers)

Chevrolet Suburbans - 2008, 2006 and 2009

- 2. Question:** Is the supplier expected to handle the installations?

**Answer:** Yes, the proposal must include installation by the supplier or installation by a subcontractor to the supplier. While it is preferable to have one party responsible for supplying and installing the equipment, partnerships will be given consideration.

- 3. Question:** Do you have a SKU number that you put in your bid?

**Answer:** No. However, we did provide a link to the Toughbook 31 website where specifications can be found.

- 4. Question:** Do you have the amount of upgrade memory you are looking to put in?

**Answer:** The standard 2 GB is adequate for the City's needs.

- 5. Question:** Do you have what adapters that you are asking for?

**Answer:** No, we have not predetermined what adapters will be needed. It is the supplier's responsibility to propose the equipment and adapters that will best meet the City's needs.

**6. Question:** I would like a list of all (Make, Model, Year and location of where you would like to put the CF-31 Toughbook in your vehicles)

**Answer:** The vehicles are listed in the answer to the first question. The location of the installed unit is typically in the front and facing the passenger side of the vehicle.

**7. Question:** How are the Panasonic Toughbook CF-31 connecting to your CAD system from your vehicles?

**Answer:** They use a external Sierra Wireless Airlink PinPoint X modem (Sprint).

**8. Question:** Are you needing High-Gain pass through (single or Dual)?

**Answer:** Single.

**9. Question:** Regarding Solicitation for Panasonic Toughbook Computers and Vehicle Mounts, JOB NO. 23-10-FB. If we can meet/exceed minimum specifications per the solicitation with the Getac B300X, would you entertain a proposal on our behalf?

**Answer:** We have had the Information Technology Specialist with NORCOM who specified the Toughbook CF31 review the specifications that you provided for the Getac B300X. He has informed us that, while the specifications for the B300X are good, we currently have over 100 Panasonic Toughbook CF30's in service with various other agencies in our area and they have proven to be extremely reliable units.

If you choose to submit a proposal, the burden will be on you to demonstrate beyond any doubt that the Getac B300X is superior to the Panasonic Toughbook CF31.

Also, you need to be mindful that, in addition to the laptops, we are seeking vehicle mounting devices and installation services. It is our intention to contract with one supplier to provide all of the equipment and services.

**10. Question:** Is this project being funded in whole or part by federal funds?

**Answer:** No federal funds are involved in this project. The language found Section 16.1 of our contract is standard City boilerplate.

**11. Question:** Please confirm that the City will provide adequate space for installation work to be performed. This is typically not a problem in most fire stations, but we would like confirmation that the space provided will be adequate. Adequate can be assumed to mean the following:

- Under cover, sheltered from rain, snow, etc.
- Sufficient lighting to be working in, under, on top, and around each vehicle
- AC Power connections available for workers to plug into

**Answer:** It is the City's intent that the supplier will have the use of the apparatus bays that the vehicles were housed in when they previewed them to do the installations.

- 12. Question:** Will the installation of the new equipment also include the "removal" of all existing MDC hardware?

**Answer:** Yes, the installations will include the removal of any old units that need to be removed.

- 13. Question:** The design of each mount could possibly vary by vehicle type. Our installers met with various representatives from the Kirkland Fire Department. A request for a custom mounting solution was made due to the design and complexity of some of the vehicles. A custom mounting solution will be more expensive than a "standard" mounting solution. In these cases, will multiple quote options be your recommendation to show varying price points?

**Answer:** Suppliers are encouraged to provide options in their proposals and be mindful of the fact that other agencies may want to purchase off of the resulting contract.

Questions and answers released on October 18, 2010.

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